

**Maine Revised Statutes**  
**Title 10: COMMERCE AND TRADE**  
**Chapter 210-A: SALES REPRESENTATIVE COMMISSION CONTRACTS**

**§1341. DEFINITIONS**

As used in this chapter, unless the context otherwise indicates, the following terms have the following meanings. [1991, c. 296, (NEW).]

**1. Commissions.** "Commissions" means compensation accruing to a sales representative for payment by a principal, the rate of which is expressed as a percentage of the amount of orders or sales.

[ 1991, c. 296, (NEW) . ]

**2. Principal.** "Principal" means a person, partnership, corporation or other business entity that does not have a permanent or fixed place of business in this State and that:

A. Manufactures, produces, imports or distributes a product for wholesale; [1991, c. 296, (NEW) . ]

B. Contracts with sales representatives to solicit orders for the product; and [1991, c. 296, (NEW) . ]

C. Compensates the sales representative, in whole or in part, by commission. [1991, c. 296, (NEW) . ]

[ 1991, c. 296, (NEW) . ]

**3. Sales representative.** "Sales representative" means a person who:

A. Contracts with a principal to solicit orders for the purchase at wholesale of the principal's product; [1991, c. 296, (NEW) . ]

B. Is compensated, in whole or in part, by commission; and [1991, c. 296, (NEW) . ]

C. Does not place orders or purchase for that person's own account or for resale. [1991, c. 296, (NEW) . ]

[ 1991, c. 296, (NEW) . ]

**SECTION HISTORY**

1991, c. 296, (NEW) .

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